CLAIMS

1   1. An improved management decision support system, including a computer
2   system having memory and resources, a retail demand forecasting program applying
3   one or more forecasting approaches, running on the computer system and generating
4   output, and a set of analysis programs, running on the computer system and utilizing
5   the output, said analysis programs generating at least one of (a) order of goods from a
6   supplier-related data, (b) allocation of the goods to be shipped by the supplier-related
7   data, or (c) distribution of goods to selling locations-related data, the improvement
8   comprising:

9   a presentation demand calendar utilized by the forecasting program to generate
10   the output, said presentation demand calendar associating with a plurality of
11   good-selling location pairs, data including a good identifier, a selling location
12   identifier, and one or more presentation quantities each associated with a start
13   date and a stop date; and

14   one or more additional analysis programs in the set of analysis programs
15   generating at least two of:

16   open to buy analysis;

17   markdown management analysis;

18   promotional planning or forward buying;

19   bottom-up planning analysis; or

20   top-down planning analysis.

1   2. The improvement of claim 1, wherein the start date and the stop date are
2   implicitly associated with a memory location in which the presentation quantity is
3   stored.

1   3. The improvement of claim 1, wherein the start date and the stop date are
2   explicitly stored.

1　　4. The improvement of claim 1, wherein the start dates and stop dates for the

2　one or more presentation quantities define non-overlapping periods.

1　　5. The improvement of claim 1, wherein the start dates and stop dates for the

2　one or more presentation quantities define overlapping periods.

1　　6. The improvement of claim 1, wherein the good identifier associated with

2　good-selling location pairs includes a good number and a good description.

1　　7. The improvement of claim 1, further including a good description table

2　associated with the good identifier.

1　　8. The improvement of claim 1, wherein the selling location identifier associated

2　with good-selling location pairs includes a selling location number and a selling

3　location description.

1　　9. The improvement of claim 1, further including a selling location description

2　table associated with the selling location identifier.

1　　10. The improvement of claim 1, wherein the set of analysis programs is adapted

2　to basic retail goods.

1　　11. The improvement of claim 1, wherein the set of analysis programs is adapted

2　to seasonal retail goods.

1　　12. The improvement of claim 1, wherein the set of analysis programs is adapted

2　to fashion retail goods.

1　　13. The improvement of claim 1, wherein the set of analysis programs operate on

2　daily or more frequent period forecasts.

1　　14. The improvement of claim 1, wherein the set of analysis programs operate on

2　weekly forecasts.

1　　15. The improvement of claim 1, wherein the set of analysis programs operate on

2　pairings of individual goods in individual selling locations.

1　　16. The improvement of claim 1, wherein the set of analysis programs operate on

2　groups of goods in individual selling locations.

1   17. The improvement of claim 1, wherein the set of analysis programs operate on

2   individual goods in groups of selling locations.

1   18. The improvement of claim 1, wherein the set of analysis programs operate on

2   groups of goods in groups of selling locations.

1   19. The improvement of claim 1, wherein the analysis is displayed on a monitor

2   in communication with the computer system.

1   20. The improvement of claim 1, wherein the analysis is saved in a spreadsheet

2   file format.

1   21. The improvement of claim 1, wherein the analysis is printed on paper,

2   microfiche or optical media.

1   22. The improvement of claim 1, wherein the analysis is distributed by e-mail or

2   other messaging facility.

1   23. The improvement of claim 1, wherein the analysis is utilized by as input to an

2   additional process.

1   24. An improved management decision support system, including a computer

2   system having memory and resources, a retail demand forecasting program applying

3   one or more forecasting approaches, running on the computer system and generating

4   output, and a set of analysis programs, running on the computer system and utilizing

5   the output, said analysis programs generating at least one of (a) order of goods from a

6   supplier-related data, (b) allocation of the goods to be shipped by the supplier-related

7   data, or (c) distribution of goods to selling locations-related data, the improvement

8   comprising:

9   a presentation demand calendar utilized by the forecasting program to generate

10   the output, said presentation demand calendar associating with a plurality of

11   good-selling location pairs, data including a good identifier, a selling location

12   identifier, and one or more presentation quantities associated with a start date and

13   a stop date; and

14   an additional analysis program in the set of analysis programs generating data
15   reported in open to buy reports.

1   25. The improvement of claim 24, wherein the start date and the stop date are
2   implicitly associated with a memory location in which the presentation quantity is
3   stored.

1   26. The improvement of claim 24, wherein the start date and the stop date are
2   explicitly stored.

1   27. The improvement of claim 24, wherein the start dates and stop dates for the
2   one or more presentation quantities define non-overlapping periods.

1   28. The improvement of claim 24, wherein the start dates and stop dates for the
2   one or more presentation quantities define non-overlapping periods.

1   29. The improvement of claim 24, wherein the good identifier associated with
2   good-selling location pairs includes a good number and a good description.

1   30. The improvement of claim 24, further including a good description table
2   associated with the good identifier.

1   31. The improvement of claim 24, wherein the selling location identifier
2   associated with good-selling location pairs includes a selling location number and a
3   selling location description.

1   32. The improvement of claim 24, further including a selling location description
2   table associated with the selling location identifier.

1   33. The improvement of claim 24, wherein the set of analysis programs is
2   adapted to basic retail goods.

1   34. The improvement of claim 24, wherein the set of analysis programs is
2   adapted to seasonal retail goods.

1   35. The improvement of claim 24, wherein the set of analysis programs is
2   adapted to fashion retail goods.

1   36. The improvement of claim 24, wherein the set of analysis programs operate

2 on daily or more frequent period forecasts.

1   37. The improvement of claim 24, wherein the set of analysis programs operate

2 on weekly forecasts.

1   38. The improvement of claim 24, wherein the set of analysis programs operate

2 on pairings of individual goods in individual selling locations.

1   39. The improvement of claim 24, wherein the set of analysis programs operate

2 on groups of goods in individual selling locations.

1   40. The improvement of claim 24, wherein the set of analysis programs operate

2 on individual goods in groups of selling locations.

1   41. The improvement of claim 24, wherein the set of analysis programs operate

2 on groups of goods in groups of selling locations.

1   42. The improvement of claim 24, wherein the analysis is displayed on a monitor

2 in communication with the computer system.

1   43. The improvement of claim 24, wherein the analysis is saved in a spreadsheet

2 file format.

1   44. The improvement of claim 24, wherein the analysis is printed on paper,

2 microfiche or optical media.

1   45. The improvement of claim 24, wherein the analysis is distributed by e-mail or

2 other messaging facility.

1   46. The improvement of claim 24, wherein the analysis is utilized by as input to

2 an additional process.

1   47. An improved management decision support system, including a computer

2   system having memory and resources, a retail demand forecasting program applying

3   one or more forecasting approaches, running on the computer system and generating

4   output, and a set of analysis programs, running on the computer system and utilizing

5   the output, said analysis programs generating at least one of (a) order of goods from a

6   supplier-related data, (b) allocation of the goods to be shipped by the supplier-related

7   data, or (c) distribution of goods to selling locations-related data, the improvement

8   comprising:

9   a presentation demand calendar utilized by the forecasting program to generate

10   the output, said presentation demand calendar associating with a plurality of

11   good-selling location pairs, data including a good identifier, a selling location

12   identifier, and one or more presentation quantities associated with a start date and

13   a stop date; and

14   an additional analysis program in the set of analysis programs generating data

15   reported in markdown management reports.

1   48. The improvement of claim 47, wherein the start date and the stop date are

2   implicitly associated with a memory location in which the presentation quantity is

3   stored.

1   49. The improvement of claim 47, wherein the start date and the stop date are

2   explicitly stored.

1   50. The improvement of claim 47, wherein the start dates and stop dates for the

2   one or more presentation quantities define non-overlapping periods.

1   51. The improvement of claim 1, wherein the start dates and stop dates for the

2   one or more presentation quantities define non-overlapping periods.

1   52. The improvement of claim 47, wherein the good identifier associated with

2   good-selling location pairs includes a good number and a good description.

1   53. The improvement of claim 47, further including a good description table

2   associated with the good identifier.

1   54. The improvement of claim 47, wherein the selling location identifier

2   associated with good-selling location pairs includes a selling location number and a

3   selling location description.

1   55. The improvement of claim 47, further including a selling location description

2   table associated with the selling location identifier.

1   56. The improvement of claim 47, wherein the set of analysis programs is

2   adapted to basic retail goods.

1   57. The improvement of claim 47, wherein the set of analysis programs is

2   adapted to seasonal retail goods.

1   58. The improvement of claim 47, wherein the set of analysis programs is

2   adapted to fashion retail goods.

1   59. The improvement of claim 47, wherein the set of analysis programs operate

2   on daily or more frequent period forecasts.

1   60. The improvement of claim 47, wherein the set of analysis programs operate

2   on weekly forecasts.

1   61. The improvement of claim 47, wherein the set of analysis programs operate

2   on pairings of individual goods in individual selling locations.

1   62. The improvement of claim 47, wherein the set of analysis programs operate

2   on groups of goods in individual selling locations.

1   63. The improvement of claim 47, wherein the set of analysis programs operate

2   on individual goods in groups of selling locations.

1   64. The improvement of claim 47, wherein the set of analysis programs operate

2   on groups of goods in groups of selling locations.

1   65. The improvement of claim 47, wherein the analysis is displayed on a monitor

2   in communication with the computer system.

1   66. The improvement of claim 47, wherein the analysis is saved in a spreadsheet

2   file format.

1   67. The improvement of claim 47, wherein the analysis is printed on paper,

2 microfiche or optical media.

1   68. The improvement of claim 47, wherein the analysis is distributed by e-mail or

2 other messaging facility.

1   69. The improvement of claim 47, wherein the analysis is utilized by as input to

2 an additional process.

1   70. An improved management decision support system, including a computer

2   system having memory and resources, a retail demand forecasting program applying

3   one or more forecasting approaches, running on the computer system and generating

4   output, and a set of analysis programs, running on the computer system and utilizing

5   the output, said analysis programs generating at least one of (a) order of goods from a

6   supplier-related data, (b) allocation of the goods to be shipped by the supplier-related

7   data, or (c) distribution of goods to selling locations-related data, the improvement

8   comprising:

9   a presentation demand calendar utilized by the forecasting program to generate

10   the output, said presentation demand calendar associating with a plurality of

11   good-selling location pairs, data including a good identifier, a selling location

12   identifier, and one or more presentation quantities associated with a start date and

13   a stop date; and

14   an additional analysis program in the set of analysis programs generating data

15   reported in bottom-up planning reports.

1   71. The improvement of claim 70, wherein the start date and the stop date are

2   implicitly associated with a memory location in which the presentation quantity is

3   stored.

1   72. The improvement of claim 70, wherein the start date and the stop date are

2   explicitly stored.

1   73. The improvement of claim 70, wherein the start dates and stop dates for the

2   one or more presentation quantities define non-overlapping periods.

1   74. The improvement of claim 1, wherein the start dates and stop dates for the

2   one or more presentation quantities define non-overlapping periods.

1   75. The improvement of claim 70, wherein the good identifier associated with

2   good-selling location pairs includes a good number and a good description.

1   76. The improvement of claim 70, further including a good description table

2   associated with the good identifier.

1   77. The improvement of claim 70, wherein the selling location identifier

2   associated with good-selling location pairs includes a selling location number and a

3   selling location description.

1   78. The improvement of claim 70, further including a selling location description

2   table associated with the selling location identifier.

1   79. The improvement of claim 70, wherein the set of analysis programs is

2   adapted to basic retail goods.

1   80. The improvement of claim 70, wherein the set of analysis programs is

2   adapted to seasonal retail goods.

1   81. The improvement of claim 70, wherein the set of analysis programs is

2   adapted to fashion retail goods.

1   82. The improvement of claim 70, wherein the set of analysis programs operate

2   on daily or more frequent period forecasts.

1   83. The improvement of claim 70, wherein the set of analysis programs operate

2   on weekly forecasts.

1   84. The improvement of claim 70, wherein the set of analysis programs operate

2   on pairings of individual goods in individual selling locations.

1   85. The improvement of claim 70, wherein the set of analysis programs operate

2   on groups of goods in individual selling locations.

1   86. The improvement of claim 70, wherein the set of analysis programs operate

2   on individual goods in groups of selling locations.

1   87. The improvement of claim 70, wherein the set of analysis programs operate

2   on groups of goods in groups of selling locations.

1   88. The improvement of claim 70, wherein the analysis is displayed on a monitor

2   in communication with the computer system.

1   89. The improvement of claim 70, wherein the analysis is saved in a spreadsheet

2   file format.

1   90. The improvement of claim 70, wherein the analysis is printed on paper,

2   microfiche or optical media.

1   91. The improvement of claim 70, wherein the analysis is distributed by e-mail or

2   other messaging facility.

1   92. The improvement of claim 70, wherein the analysis is utilized by as input to

2   an additional process.

1   93. An improved management decision support system, including a computer

2   system having memory and resources, a retail demand forecasting program applying

3   one or more forecasting approaches, running on the computer system and generating

4   output, and a set of analysis programs, running on the computer system and utilizing

5   the output, said analysis programs generating at least one of (a) order of goods from a

6   supplier-related data, (b) allocation of the goods to be shipped by the supplier-related

7   data, or (c) distribution of goods to selling locations-related data, the improvement

8   comprising:

9   a presentation demand calendar utilized by the forecasting program to generate

10   the output, said presentation demand calendar associating with a plurality of

11   good-selling location pairs, data including a good identifier, a selling location

12   identifier, and one or more presentation quantities associated with a start date and

13   a stop date; and

14   an additional analysis programs in the set of analysis programs generating data

15   reported in top-down planning reports.

1   94. The improvement of claim 93, wherein the start date and the stop date are

2   implicitly associated with a memory location in which the presentation quantity is

3   stored.

1   95. The improvement of claim 93, wherein the start date and the stop date are

2   explicitly stored.

1   96. The improvement of claim 93, wherein the start dates and stop dates for the

2   one or more presentation quantities define non-overlapping periods.

1   97. The improvement of claim 1, wherein the start dates and stop dates for the

2   one or more presentation quantities define non-overlapping periods.

1   98. The improvement of claim 93, wherein the good identifier associated with

2   good-selling location pairs includes a good number and a good description.

1   99. The improvement of claim 93, further including a good description table

2   associated with the good identifier.

1   100.   The improvement of claim 93, wherein the selling location identifier
2   associated with good-selling location pairs includes a selling location number and a
3   selling location description.

1   101.   The improvement of claim 93, further including a selling location
2   description table associated with the selling location identifier.

1   102.   The improvement of claim 93, wherein the set of analysis programs is
2   adapted to basic retail goods.

1   103.   The improvement of claim 93, wherein the set of analysis programs is
2   adapted to seasonal retail goods.

1   104.   The improvement of claim 93, wherein the set of analysis programs is
2   adapted to fashion retail goods.

1   105.   The improvement of claim 93, wherein the set of analysis programs
2   operate on daily or more frequent period forecasts.

1   106.   The improvement of claim 93, wherein the set of analysis programs
2   operate on weekly forecasts.

1   107.   The improvement of claim 93, wherein the set of analysis programs
2   operate on pairings of individual goods in individual selling locations.

1   108.   The improvement of claim 93, wherein the set of analysis programs
2   operate on groups of goods in individual selling locations.

1   109.   The improvement of claim 93, wherein the set of analysis programs
2   operate on individual goods in groups of selling locations.

1   110.   The improvement of claim 93, wherein the set of analysis programs
2   operate on groups of goods in groups of selling locations.

1   111.   The improvement of claim 93, wherein the analysis is displayed on a
2   monitor in communication with the computer system.

1   112.   The improvement of claim 93, wherein the analysis is saved in a
2   spreadsheet file format.

1   113. The improvement of claim 93, wherein the analysis is printed on paper,

2 microfiche or optical media.

1   114. The improvement of claim 93, wherein the analysis is distributed by e-

2 mail or other messaging facility.

1   115. The improvement of claim 93, wherein the analysis is utilized by as input to

2 an additional process.